

DEMONSTRATIONS

FRIDAY

Expo Open

3:00-7:00 pm Free Admission

Professional Dog Training

3:00-5:00 pm Tory Topping - In the 'Hayloft'

Smoke on the Water Beef Barbeque Contest

5:00-7:00 pm Free Reception

Marshall County Hangman Country Band

5:00-7:00 pm With performances by
Shake Your Sass Dance Team

SATURDAY

In the 'Hayloft'

Clipping and Fitting Demonstration

10:00-12:00 pm Kirk Stierwalt
Sponsored by:



Breeders and Brokers

1:00-2:00 pm Discussion on marketing cattle in today's world of social media and how to utilize some of the technologies available to producers as well as print options to help promote their operation.



Admission: FREE

(no preregistration required)

SPONSORS



IOWA STATE UNIVERSITY
Extension and Outreach
IOWA BEEF CENTER

Al Seim
Memorial
Fund



WELCOME TO THE CORNBELT COW-CALF CONFERENCE!

The Cornbelt Cow-Calf Conference is one of the longest running and most successful conferences of its kind in the Midwest. For over forty years, the conference has provided an opportunity for producers, researchers, and over 100 industry representatives to come together to explore current topics and issues. This concentrated one-day conference focuses on management and production practices that contribute to making the cow-calf business profitable and competitive on a long-term basis.

CONFERENCE COMMITTEE

Steve Banyas	Tony Latcham	Neric Smith
Jeremy Erdmann	Byron Leu	Don Swanson
Shaun Fritchey	Darrell Limkeman	Dale Uehling
Chris Greiner	Greg Milani	Patrick Wall
Kevin Heffron	Joe Sellers	Jon Walraven

CONFERENCE INFORMATION

For conference information, contact one of the following representatives:

General Information

Marion Co. Extension, 641-842-2014

Exhibit Information

Joe Milledge, 515-822-1894
KIIC Radio, www.kiicradio.com

Program Information

Patrick Wall, 515-450-7665

Hotel/Motel Accommodations

Ottumwa Area Convention & Visitors Bureau
641-684-4303

CORNBELT Cow-Calf Conference
P.O. Box 308, Ottumwa, Iowa 52501

RETURN SERVICE REQUESTED



Saturday, January 27, 2018

9:00 a.m. to 4:00 p.m.

Bridge View Center

102 Church St.

Ottumwa, Iowa

Directions

Exit onto Church St. from Highway 34/63.
The Bridge View Center is located one block north toward the downtown area.

<http://cornbeltcowcalf.com>

Financial support for the 2018 Cornbelt Cow-Calf Conference provided in part by:

- John Deere Ottumwa Works
- Iowa Beef Center - Iowa State University Extension and Outreach
- Natural Resource Conservation Service
- Al Seim Memorial
- Zoetis

PROGRAM

SATURDAY, JANUARY 27, 2018:

9:00-9:10 am Welcome and Opening Comments

General Sessions

Session I

9:10-10:00 am Aaron Berger
UNL Extension, Panhandle Research and Extension Center
Topic: Cow Depreciation

Session II

10:05-10:55 am Dr. Mahdi Saachi
American Simmental/IGS
Topic: Genetic/Genomic Evaluations, IGS and BOLT

Session III

11:00-11:50 am Jamey Kohake
Commodity Broker
Topic: How high can we go? Start hedging, let it run? And all the outside factors that affect your operation

Lunch

12:00-1:10 pm Smoke on the Water Beef Barbecue Contest
Sanctioned by the Kansas City Barbeque Society

1:15-2:05 pm Trade Show Exhibits

Break-Out Sessions

Session I – 2:15-3:05 pm, Session II – 3:10-4:00 pm

Stuart Norman, Furst-McNess Company
Topic: Silage Inoculants & Storage (JDOW Room)

Brian Price, On Sight 24/7 Video Surveillance
Topic: Camera Systems for Calving Barns/Farms

Dave Lubben, White Oak Farms Inc. (Producer Speaker)
Topic 1: Management Intensive Grazing

Patrick Wall, ISU Extension Beef Specialist
Topic 1: Iowa Cowmaker Elite (ICE) Bred Heifer Development Program: A Chance To Enroll Your 2017 Females
Topic 2: BQA Certification

SPEAKERS



Aaron Berger is an Extension Educator in the southern Nebraska Panhandle. He grew up on a seed stock operation, interned in a feed yard, managed a grass fed beef business and operated a 150 head cow-calf/yearling operation with his family. His program focus is on beef cow economics, nutrition, risk management and range/forage production. Aaron's goal is to provide research based information and learning experiences clientele can use to meet personal and business goals.



Dr. Mahdi Saatchi is a genetic researcher who uses an advanced procedure known as genomic selection to enable farmers to produce more nutritious beef at a lower price. He is currently an Affiliate Assistant Professor at Iowa State University (ISU) and Lead Genomicist at International Genetic Solutions (IGS), which is the home for the world's largest multi-breed genetic evaluation (>17 million registered animals), providing beef producers with scientific-based genetic selection decision tools. Saatchi graduated from the University of Tehran with a Ph.D. in Genetics and Animal Breeding in 2009. Following graduation, he was a post-doctoral research associate at Iowa State University for three and half years, and then worked as a Quantitative Research Scientist at Pig Improvement Company (PIC) in Tennessee for two years before he started his joint positions at ISU and IGS. He has published more than twenty-five refereed journal articles and gave more than sixty presentations at scientific and industry meetings.



Jamey Kohake is a licensed commodity broker. He is a veteran broker with over 15 years of experience serving customers around the Midwest. Mr. Kohake is a sought after public speaker, as his vast knowledge of agriculture markets is highly sought after. Mr. Kohake also provides commentary weekly on several radio outlets and on television when his schedule accommodates. Mr. Kohake offers an advisory service for agriculture producers to assist them with all of their marketing needs. Mr. Kohake holds a Business degree from Emporia State University and currently resides in Topeka, KS.



Stuart Norman is a 1987 Graduate of Berry College at Mt. Berry, GA. with a Bachelor of Science degree in Animal Science and Business. Following graduation Stuart worked for over 10 years learning and implementing sound manufacturing and quality assurance principles and practices. Stuart joined Coast Grain Company in 1998 and worked with livestock producers supplying their feed ingredient needs as the Division Sales Manager at Cartersville, GA. In 2002 Stuart joined Micron Bio-Systems, Inc., Buena Vista, VA. Save for a stint pursuing business interests with extended family Stuart has been and is an Account Manager / Sales Representative based out of his Gulfport, MS home. Stuart works with producers across the southeastern and mid-western United States on a variety of livestock feeding issues including forage production, storage and feeding issues



Brian Price is the Owner/Founder of On Sight 24/7. On Sight 24/7 is a technology company that specialized in security cameras for agriculture and is located out of Mitchell, South Dakota. To date, Brian and his team support security camera installations on over 500 farms and ranches across the United States and Canada. On Sight camera systems also monitor over 1 million cattle located in feedlots, dairy, sale barns, pastures and calving barns. Prior to starting On Sight 24/7 in 2012, Brian was a Senior Project Management Consultant based in the Twin Cities on Minnesota. His most notable customers were Land O' Lakes, Microsoft, Intel and the Mayo Clinic.



Dave Lubben graduated from Iowa State in 1979 with a Bachelor of Science degree in Farm Operations, and returned home to the family farm. His family owned operation consists of 230 cow/calf pairs, corn, soybeans, hay, pasture, management intensive grazing and feedlot enterprises. Dave farms with his daughter, son in law, and niece who are also Iowa State Alumni. Management intensive grazing has been a part of our system for 27 years, and we have also incorporated

grazing alfalfa. His program will focus on getting started with intensive grazing, pasture management, challenges, and goals. Dave is a recipient of Region III Environmental Stewardship Award and Master Farmer Award.



A central Illinois native, Patrick Wall came to Iowa State University via Black Hawk East and the Livestock Judging program. He received his B.S. and M.S. in Animal Science from ISU in 2001 & 2003, respectively. Wall's graduate work was in carcass ultrasound, a technology that helped shape his career. After a year as a junior college coach and instructor, Wall helped manage The CUP Lab in Ames, Iowa for over 4 years, overseeing the training of lab and field technicians. Wall spent an additional 4 years as the Director of Genetic Improvement for the American Shorthorn Association, developing four \$Value Indexes still used by the breed today. In 2013, Wall joined the Iowa Beef Center team at ISU Extension & Outreach as a Beef Field Specialist for Southeast Iowa. He leads team efforts in genetics, selection, and technology transfer to beef production. In addition, he organizes the educational program for the annual Cornbelt Cow-Calf Conference and is the coordinator of the new Iowa Cowmaker Elite (ICE) Heifer Development Program.